

BOLTON & JONES

Steinway and Victrola House

718 State Street

SHEET MUSIC
MUSICAL INSTRUMENTS

PIANOS AND PLAYERS
VICTOR RECORDS

EXCLUSIVE
REPRESENTATIVES
C. G. CONN
BAND INSTRUMENTS
AND GIBSON
MANDOLINS AND
GUITARS

EXPERT
PIANO TUNING
REPAIRING
AND
REFINISHING

SANTA BARBARA, CALIFORNIA

November 14, 1923.

Mr. Charles F. Lummis,
200 E. Ave. 43
Los Angeles, Calif.

Dear Sir:

Answering your favor of November 10th., in reference to Spanish Songs of Old California. We note your prices and discount.

Kindly send us twenty five of these books, and if you will give us Santa Barbara County exclusive, we will push them and do some advertising.

Respectfully,

BOLTON & JONES

By

CEB/RP

*Entered on Hank
50% discount*

Nov. 15, 1923

Bolton & Jones,
718 State Street,
Santa Barbara, Cal.

Gentlemen:-

Your order of the 14th inst. for 25 copies of the "Spanish Songs of Old California" is entered; and the books will be shipped you direct from the printers, probably within two weeks.

I am not now prepared to give you Santa Barbara County, exclusive, though I have no rival house in view. But I am not resolved as to the general policy of giving exclusive territory. I presume a dozen houses in this city will sell the book. We will see how the matter works out. I think there is no question that if you feature this very handsome book, the only one of its kind, and a kind that is greatly in demand, you will have no trouble in making large sales.

Sincerely Yours,

BOLTON & JONES**Steinway and Victrola House**

718 State Street

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GUITARS

SANTA BARBARA, CALIFORNIA

November 9, 1923.

Mr. Charles F. Lummis,
200 E. Ave. 43,
Los Angeles, Calif.

Dear Sir:

We are interested in your book of California Spanish Songs, and would like to stock them provided satisfactory arrangements can be made.

If interested, will you kindly quote us price on quantity orders and inform us how soon your books will be ready for delivery.

Thanking you, we remain

Yours very truly,

BOLTON & JONES

By 

CEB/RP

November 10, 1923.

Messrs. Bolton & Jones,
718 State Street,
Santa Barbara, Cal.

Gentlemen:

Yours of the 9th is at hand. The First Book of "Spanish Songs of Old California" will be out in a fortnight, in very attractive shape - with a beautiful cover design by Ed Borein, introductions by me and by Mr. Farwell and 14 songs of 14 kinds - Spanish and English words, and accompaniments by Mr. Farwell.

The book retails at \$1.50 and the entire first edition is over-subscribed in three weeks and thus long before published. A second run is coming off the press without delay.

In quantities of 25 or more, I can quote you 50% discount, you to pay carriage charges. This is the highest discount we can give. As I control the publication entirely, I will do my best to give it wide circulation, but cannot allow any cutting.

Santa Barbara is strongly predisposed to such a book; and with its strikingly handsome appearance, I think a full window display at pre-holiday time would prove to your advantage.

I shall be glad to receive your order, which would reach you a little more promptly and cheaper if I know it in time to have the books sent you direct from the printers.

Yours very truly,

CFL/R

ORDER NO.

DATE

12/6

19 25

M

Chas. F. Lummis

SHIP TO

AT

HOW SHIP

TERMS

SALESMAN

WHEN

BUYER

25

Copies, Spanish Songs of Old California

We have had great success
with the copies received this
morning.

Yours Truly

Bolton & Jones

H. C.

December 11, 1923.

Messrs. Bolton & Jones,
718 ~~San~~ State St
Santa Barbara, Calif.

Gentlemen:

I have ordered 25 more copies sent you at once,
as per your order of the 6th.

Glad they are moving so well with you. I think the
Book will have a long and steady sale, running through many
years.

Sincerely yours,

ORDER NO.

DATE

12/20

1923

M

Mr. Lummis

SHIP TO

AT

HOW SHIP

TERMS

SALESMAN

WHEN

BUYER

50

Spanish Long Books.

Many Thanks,

Please Rush.

Bolton & Jones,
I. C.

P.S. We have not received
an invoice for either of the
first shipments. We will remit
when we receive them.

I. C.

Entered on Blank

Dec. 23, 1923.

Messrs. Bolton & Jones,
718 State St.
Santa Barbara, Calif.

Gentlemen:

I have your order of the 20th inst., for 50 more of the Spanish Song Books, and have directed the printers to forward them to you at once.

The invoices go from here and not from the printer and I have now sent you invoices for the first and second shipment, and herewith enclose that for the present shipment.

I am glad that you find the Book so popular in Santa Barbara. You will also find that it will be a steady seller for many years, as visitors learn of its value.

With the Compliments of the Season,

Sincerely yours,

BOLTON & JONES

Steinway and Victrola House

718 State Street

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SANTA BARBARA, CALIFORNIA

January 5, 1924.

Mr. Chas. F. Lummis,
200 East Avenue 43,
Los Angeles, California.

Dear Mr. Lummis:

Our last order called for fifty Spanish Song Books, and we have received the invoice for fifty, but the printers have sent only twenty-five copies; therefore we have received, all told, seventy-five copies instead of one hundred as per your invoices. We are herewith inclosing the address tag, so you can see the printers must have been out of the books when the last shipment was made.

Will you please see that we get the twenty-five books that are still coming to us according to your bills, and fifty more, making a total of seventy-five books. We need these immediately.

Thanking you in advance for your early attention to the matter, we remain

Yours very truly,

BOLTON & JONES.

By *Luna Carlson*,
Music Dept.

IC:H

Jan. 6, 1924.

Messrs. Bolton & Jones,
718 State Street,
Santa Barbara, Cal.

Attention Irma Carlson.
Music Department.
Gentlemen:

Your special delivery of yesterday received.

The second edition has been exhausted, and 25 was all the printers could send you. The third edition is now in press, and will be out in a few days. I have already told them to send your remaining 25 as soon as finished.

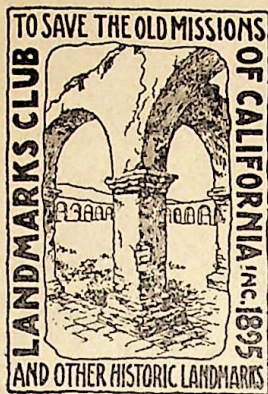
Do I understand that besides this 25, which completes the 100 copies ordered by you, you now wish 50 more, making 150 in all? Advise me at once, and I will notify the printers accordingly, so there will be very little if any delay.

I am glad the Books are selling so well there-- they are "going like hot cakes" everywhere.

Sincerely Yours,

TO SAVE, FOR OUR CHILDREN AND THE WORLD, THE OLD MISSIONS AND OTHER HISTORIC LANDMARKS

*Has already saved all that remains of the Missions San Diego, Pala, San Juan Capistrano and San Fernando.
Not a wall of either would be standing today, but for the work of the Landmarks Club, begun 1894.*



The Landmarks Club of California, Inc.

Founder and President, CHAS. F. LUMMIS

Vice-Presidents

JAS. D. PHELAN FRANK A. MILLER R. F. DEL VALLE

Treasurer, O. M. SOUDEN, Prest. U. S. National Bank

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200 EAST AVENUE 43

Phone Garvanza 4229

Jan. 6, 1924.

LOS ANGELES, CAL.

Messrs. Bolton & Jones,
718 State Street,
Santa Barbara, Cal.

Attention Irma Carlson.
Music Department.
Gentlemen:

Your special delivery of yesterday received.

The second edition has been exhausted, and 25 was all the printers could send you. The third edition is now in press, and will be out in a few days. I have already told them to send your remaining 25 as soon as finished.

Do I understand that besides this 25, which completes the 100 copies ordered by you, you now wish 50 more, making 150 in all? Advise me at once, and I will notify the printers accordingly, so there will be very little if any delay.

I am glad the Books are selling so well there-- they are "going like hot cakes" everywhere.

Sincerely Yours,

Chas. F. Lummis

*Yes Mr Lummis we do want the 75 more,
making 150 copies in all. Please Rush!!
Bolton & Jones
H. C.*

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SANTA BARBARA, CALIFORNIA

Tau 9-1924

Dear Mr Lummis:—

Yes, we do want
75 more copies of "Spanish Songs" making
150 in all. I have an order for
50 to be delivered on Saturday, so I
hope you will send the order as
soon as possible, if not the 75 copies,
then as many as you have on hand.

Be happy for your success.

Many Thanks,

Bolton & Jones
June Carlson

June 10, 1924

Miss Carlson,
To Bolton & Jones,
Santa Barbara,

Dear Miss Carlson:

Yours of yesterday just received; I have at once notified the printers to ship you 75 copies by first express. Unfortunately, they cannot reach you by Saturday from San Francisco; I have cleared out here. But the Third Edition is now off the press, so in a few days we shall have plenty. Thanking you for your interest, with best wishes

Sincerely Yours
Chas. F. Cummings-

Jan 10, 1924

Scholz, Erickson & Co.,
521 Howard St
San Francisco, Cal.,

Gentlemen:

Please send by first Express, charges collect
to Bolton & Jones, 718 State St, Santa Barbara, Cal.,
50 more copies than those already ordered for them.
You could not fill their last order of 50, so I told
you to send 25, which you said you would do
at once. Now fill the remaining 25 of that order,
& add the present 50.

I have not yet received any of the 3rd Edition,
which you hoped to have out the 8th, but hope for
them tomorrow.

With best wishes

Sincerely Yours,

Chas. T. Fennell-

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SANTA BARBARA, CALIFORNIA

February 6, 1924

Charles F. Lummis
200 E. Avenue 43
Los Angeles, Calif.

Dear Sir:

PAID

We herewith inclose check for
\$50.00 to apply on our account.

Very truly yours,

BOLTON & JONES

RH:HM

By 

C. E. BOLTON
A. R. JONES

PHONE 166

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SANTA BARBARA, CALIFORNIA

Feb. 21, 1924.

Mr. Chas. F. Lummis,

200 E. Ave. 43,

Los Angeles, Cal.

Dear Mr. Lummis:

We herewith inclose check for
\$62.50, balance due on our account.

Very truly yours,

BOLTON & JONES.

H

Feb. 25, 1934.

Messrs. Bolton & Jones,
718 State Street,
Santa Barbara, Cal.

Gentlemen:

Thank you for your check covering balance due on your account.

I did not mean to call you unduly; but you can see readily that with so heavy a discount my terms have to be very short credit.

There will probably be a lull in your demand; but unquestionably the Book will go on selling for many years. It is a standard, and will probably be ranked a Classic. Over 2500 have already been sold, and the demand continues strong.

With thanks and best wishes,

Sincerely Yours,

Feb. 18, 1924.

Messrs. Bolton & Jones,
718 State St.
Santa Barbara, Cal.

Gentlemen:

Receipt is acknowledged of your check for \$50
to apply on your account; dated February 5.

In quoting you the enormous discount of 50%, and on so
small quantities as 25 or 50, I did not anticipate such long
waiting.

You have now had 150 copies, and your payment does not
cover half the amount due.

I hope you will find it possible to expedite matters a
little. Santa Barbara is a point for which I feel a special
interest, and I would like the Book to have large circulation
there. For that matter it will sell there steadily for several
years. But I cannot give at the same time such heavy discounts
and such long credits.

Yours Sincerely,

April 17, 1924.

Gentlemen:-

Having appointed G. Schirmer my wholesale distributor of "Spanish Songs of Old California," I have turned your order over to Mr. Skeath, the local Manager, who I am sure will fill your orders.

I am glad the sale keeps us so well in Santa Barbara.

Sincerely yours,

Bolton & Jones,
718 State Street,
Santa Barbara, Cal.

EXCLUSIVE
REPRESENTATIVES
C. G. CONN
BAND INSTRUMENTS
AND GIBSON
MANDOLINS AND
GUITARS

Good
BOLTON & JONES

Steinway and Victrola House

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SANTA BARBARA, CALIFORNIA

2/24/1925

Chas F. Lummis
200 E. Ave. #3
Los Angeles - Calif.

Gentlemen:
When will the 2nd Book
of Spanish Songs of Old California
be published and what prices will
you make us on a 200 lot -
shipment -

Yours truly
Bolton & Jones
by J. H.

Feb. 25,
1925.

Messrs. Bolton & Jones,
718 State Street,
Santa Barbara, Cal.

Gentlemen:

I have some hope to get the Second Book of Spanish Songs of Old California out in April, perhaps by the 15th. Just now I am having to wrestle with the 6th edition of the First Book.

So far as I know at present, I could probably make you the same extravagant discount that I did before-- though this is not certain. I haven't given it to anyone else, nor anything near it. It is true, that you have done mighty well up there-- and of course the book will continue a standard for years.

It is also uncertain whether on this Second Book I shall contract with Schirmer as Western distributor-- in which case you would have to deal through him. I hadn't made that arrangement with him when I supplied you with the First Book.

Sincerely yours,

CFL/B

BOLTON & JONES

Steinway and Victrola House

~~718~~ State Street

819

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REFINISHING

SANTA BARBARA, CALIFORNIA

5-15-1925-

Mr. Chas. F. Lummis -

200 East Ave. 43 -

Los Angeles, Calif -

Dear Mr. Lummis:

Kindly let us know,
at once, if you have your second
collection of Spanish songs ready
so that we might have two dozen.
If so send them on to us, please,
together with 12 copies of the
first collection -

We should like so much to
have you come visit us in our
new home.

Yours most truly -
(Mrs) Grace C. Harchbarger
music Dept -

May 19, 1925.

Mrs. Grace C. Harbarger,
Music Department,
Bolton & Jones,
819 State Street,
Santa Barbara, Calif.

Dear Mrs. Harbarger:

No, the Second Book of Spanish Songs of Old California" is not yet out. I had hopes to issue it last month, but have been unavoidably delayed. Now I hope to put it through in June.

I do not know yet whether I shall "distribute" this Second Book myself, or let Schirmer handle it as he did the first-- not wholly to my satisfaction.

But the twelve copies of the First Book which you desire you can order direct from him--Schirmer, 814 So. Broadway, Los Angeles.

I have been much gratified by your active handling of the book up there and hope you will be as successful with the Second Book-- which will probably go even better.

When in Santa Barbara again I will try to call at the new store.

Sincerely yours,